Filing Company: Berkshire Life Insurance Company of America State Tracking Number:

Company Tracking Number:

TOI: H111 Individual Health - Disability Income Sub-TOI: H111.007 Long Term - Related to marketing with

employer or association groups

Implementation Date:

Product Name: 1417 Re-File

Project Name/Number: /

# Filing at a Glance

Company: Berkshire Life Insurance Company of America

Product Name: 1417 Re-File SERFF Tr Num: GARD-128039104 State: Arkansas TOI: H11I Individual Health - Disability Income SERFF Status: Reopened-State Tr Num:

Replaced

Sub-TOI: H11I.007 Long Term - Related to Co Tr Num: State Status: Waiting Industry

marketing with employer or association groups Response

Filing Type: Form Reviewer(s): Donna Lambert

Author: Cindy Ego Disposition Date: 01/30/2012

Date Submitted: 01/27/2012 Disposition Status: Replaced

Implementation Date Requested: On Approval

State Filing Description:

## **General Information**

Project Name: Status of Filing in Domicile: Pending

Project Number:

Requested Filing Mode: Review & Approval

Explanation for Combination/Other:

Submission Type: New Submission

Date Approved in Domicile:

Domicile Status Comments:

Market Type: Individual

Individual Market Type:

Overall Rate Impact: Filing Status Changed: 01/30/2012

State Status Changed: 01/27/2012

Deemer Date: Created By: Cindy Ego

Submitted By: Cindy Ego Corresponding Filing Tracking Number:

Filing Description:

Berkshire Life Insurance Company of America is submitting the above-referenced revised forms for your review and approval. Subsequent to your state's approval of these riders on 7/13/2011, file number GARD-127298755, we discovered an inadvertent error. We have corrected this error to the Basic Residual Disability Benefit Riders which have not been marketed or sold in your state. The revisions do not impact the rates previously approved by your Department.

Specifically, we slightly modified the definition of Residual Disability and Residually Disabled so as to ensure that we are paying residual indemnity in all appropriate situations—a correction that benefits the insured. Again, these riders have not yet been marketed or sold and the revisions do not impact the rates previously approved by your Department.

Filing Company: Berkshire Life Insurance Company of America State Tracking Number:

Company Tracking Number:

TOI: H111 Individual Health - Disability Income Sub-TOI: H111.007 Long Term - Related to marketing with

employer or association groups

Product Name: 1417 Re-File

Project Name/Number: /

The Basic Residual Disability Benefit Rider – 1417 (07/11), 1417-A (07/11) provides a benefit when the insured is gainfully employed in their occupation and is not totally disabled under the terms of the policy but, solely because of sickness or injury, the insured's loss of income is at least 20% of the insured's prior income; and either 1) the insured is unable to perform one or more of the material and substantial duties of their occupation; or 2) they are able to perform all of the material and substantial duties of their occupation, but not for the length of time they normally require.

# **Company and Contact**

## **Filing Contact Information**

Cindy Ego, Compliance Specialist

700 South Street 413-395-4319 [Phone]

Pittsfield, MA 01201

## **Filing Company Information**

Berkshire Life Insurance Company of America CoCode: 71714 State of Domicile: Massachusetts

700 South Street Group Code: Company Type:
Pittsfield, MA 01201 Group Name: State ID Number:

(413) 499-4321 ext. [Phone] FEIN Number: 75-1277524

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# **Filing Fees**

Fee Required? Yes

Fee Amount: \$100.00

Retaliatory? No

Fee Explanation: Two forms at \$50.00 per form

Per Company: No

COMPANY AMOUNT DATE PROCESSED TRANSACTION #

Berkshire Life Insurance Company of America \$100.00 01/27/2012 55876343

Filing Company: Berkshire Life Insurance Company of America State Tracking Number:

Company Tracking Number:

TOI: H111 Individual Health - Disability Income Sub-TOI: H111.007 Long Term - Related to marketing with

employer or association groups

Product Name: 1417 Re-File

Project Name/Number:

# **Correspondence Summary**

## **Dispositions**

Status Created By Created On Date Submitted

Replaced Donna Lambert 01/30/2012 01/30/2012

**Objection Letters and Response Letters** 

Objection Letters Response Letters

Status Created By Created On Date Submitted Responded By Created On Date Submitted

Pending Donna 01/27/2012 01/27/2012 Cindy Ego 01/27/2012 01/27/2012

Industry Lambert

Response Filing Notes

Subject Note Type Created By Created Date Submitted

On

Reopen Filings Note To Filer Donna Lambert 01/30/2012 01/30/2012

Filing Company: Berkshire Life Insurance Company of America State Tracking Number:

Company Tracking Number:

TOI: H111 Individual Health - Disability Income Sub-TOI: H111.007 Long Term - Related to marketing with

employer or association groups

Product Name: 1417 Re-File

Project Name/Number: /

# **Disposition**

Disposition Date: 01/30/2012

Implementation Date: Status: Replaced

Comment:

Rate data does NOT apply to filing.

Filing Company: Berkshire Life Insurance Company of America State Tracking Number:

Company Tracking Number:

TOI: H111 Individual Health - Disability Income Sub-TOI: H111.007 Long Term - Related to marketing with

employer or association groups

Product Name: 1417 Re-File

Project Name/Number:

Schedule	Schedule Item	Schedule Item Status	<b>Public Access</b>
Supporting Document	Flesch Certification	Replaced	Yes
Supporting Document	Application	Replaced	Yes
Supporting Document	Health - Actuarial Justification	Replaced	Yes
Supporting Document	Outline of Coverage	Replaced	Yes
Supporting Document	1417 Red-Lined	Replaced	Yes
Form	Basic Residual Disability Benefit Rider	Replaced	Yes
Form	Basic Residual Disability Benefit Rider -	Replaced	Yes
	Add-on		

Filing Company: Berkshire Life Insurance Company of America State Tracking Number:

Company Tracking Number:

TOI: H111 Individual Health - Disability Income Sub-TOI: H111.007 Long Term - Related to marketing with

employer or association groups

Product Name: 1417 Re-File

Project Name/Number:

## **Objection Letter**

Objection Letter Status Pending Industry Response

Objection Letter Date 01/27/2012
Submitted Date 01/27/2012
Respond By Date 02/27/2012

Dear Cindy Ego,

Even though the form(s) have not been issued, approved forms that are revised require a new form number or the addition of a revision date. If you do not wish to change the form number(s), you may request us to reopen the previously approved filing and revise the form language - then you can use the same form number(s).

Please respond to this objection by requesting us to reopen the previous filing or changing the form number(s). Thank you.

A.C.A. 23-79-109(1)-(5) sets forth the procedure by which filings may be deemed approved upon the expiration of certain time periods with no affirmative action by the commissioner. If the commissioner determines that additional information is needed to make a decision regarding approval, such request for information will be made to the company. The filing will not be considered complete until said additional information is received. The time periods set forth in this statute will not begin to run until the filing is complete.

Please feel free to contact me if you have questions.

Sincerely,

Donna Lambert

Filing Company: Berkshire Life Insurance Company of America State Tracking Number:

Company Tracking Number:

TOI: H111 Individual Health - Disability Income Sub-TOI: H111.007 Long Term - Related to marketing with

employer or association groups

Product Name: 1417 Re-File

Project Name/Number:

# **Response Letter**

Response Letter Status Submitted to State

Response Letter Date 01/27/2012 Submitted Date 01/27/2012

Dear Donna Lambert,

## Comments:

## Response 1

Comments: Hi Donna,

We need to make the same change to 3 filings - GARD-127298755, GARD-127298736 and GARD-127298886. Can you please reopen all these filings so we can keep the same form numbers?

## **Changed Items:**

No Supporting Documents changed.

No Form Schedule items changed.

No Rate/Rule Schedule items changed.

Sincerely,

Cindy Ego

Filing Company: Berkshire Life Insurance Company of America State Tracking Number:

Company Tracking Number:

TOI: H111 Individual Health - Disability Income Sub-TOI: H111.007 Long Term - Related to marketing with

employer or association groups

Product Name: 1417 Re-File

Project Name/Number:

**Note To Filer** 

Created By:

Donna Lambert on 01/30/2012 08:21 AM

Last Edited By:
Donna Lambert

**Submitted On:** 

01/30/2012 08:21 AM

Subject:

Reopen Filings

Comments:

I will reopen all the filings you requested.

Filing Company: Berkshire Life Insurance Company of America State Tracking Number:

Company Tracking Number:

TOI: H111 Individual Health - Disability Income Sub-TOI: H111.007 Long Term - Related to marketing with

employer or association groups

Product Name: 1417 Re-File

Project Name/Number: /

## Form Schedule

Lead Form Number: 1417 (07/11)

Schedule		Form Type	Form Name	Action	Action Specific	Readability	Attachment
Item	Number				Data		
Status							
Replaced	1417	Policy/Cont	Basic Residual	Initial		51.200	1417_07-
01/30/2012	(07/11)	ract/Fraterr	Disability Benefit				11.pdf
		al	Rider				
		Certificate:					
		Amendmen	1				
		t, Insert					
		Page,					
		Endorseme	)				
		nt or Rider					
Replaced	1417-A	Policy/Conf	Basic Residual	Initial		52.100	1417-A _07-
01/30/2012	(07/11)	ract/Fraterr	Disability Benefit				11pdf
		al	Rider - Add-on				
		Certificate:					
		Amendmen	١				
		t, Insert					
		Page,					
		Endorseme	<b>;</b>				
		nt or Rider					

## **BASIC RESIDUAL DISABILITY BENEFIT RIDER**

This rider is a part of the Policy to which it is attached. All provisions of the Policy apply to this rider and remain the same except where We change them by this rider.

The Policy is amended by adding or changing the following provisions:

## **DEFINITIONS**

#### CPI-U

CPI-U means the Consumer Price Index for All Urban Consumers, or any later replacement of it, as published by the United States Department of Labor.

## **Current Index Month**

Current Index Month means the anniversary of the Original Index Month immediately preceding the Review Date.

#### **Disability or Disabled**

Disability or Disabled is amended to also include Residual Disability or Residually Disabled.

## **Original Index Month**

Original Index Month means the calendar month 90 days before the date on which You were first Disabled in the same claim.

#### Residual Disability or Residually Disabled

Residual Disability or Residually Disabled means that You are Gainfully Employed and You are not Totally Disabled under the terms of the Policy, but solely due to Injury or Sickness:

- You experience a Loss of Income that is at least 20% of Your Prior Income; and either
- You are unable to perform one or more of the material and substantial duties of Your Occupation; or
- You are able to perform all of the material and substantial duties of Your Occupation but not for the length of time they normally require.

Working an average of more than 40 hours in a week, in itself, is not a material and substantial duty.

## **Residual Indemnity**

Residual Indemnity means the amount We will pay for each month of Residual Disability. It is a percentage of the Monthly Indemnity.

#### **Review Date**

Review Date means the recurrence each year of the date on which You were first Disabled in the same claim.

## PROVISIONS RELATING TO RESIDUAL DISABILITY

## **Residual Disability Benefit**

When You are Residually Disabled, We will pay Residual Indemnity as follows:

- You must become Disabled while the Policy is in force.
- You must satisfy the Elimination Period.
- After You have satisfied the Elimination Period, Residual Indemnity will be payable at the end of each month while You are Residually Disabled.

For each month benefits are payable under this rider, Residual Indemnity may never exceed Loss of Income, except as stated in the Enhancements to Residual Indemnity provision.

## **Payment of Residual Indemnity**

Residual Indemnity will be determined by the formula (a) divided by (b) multiplied by (c), where:

- (a) is Your Loss of Income for the month in which You are Residually Disabled; and
- (b) is Your Prior Income; and
- (c) is the Monthly Indemnity.

## **Enhancements to Residual Indemnity**

During the first six months in which Residual Indemnity is payable, We will deem Your Loss of Income to be 50% of Your Prior Income or the actual percentage of loss, if greater.

If Your Loss of Income is more than 75% of Prior Income in any month of Residual Disability while Residual Indemnity is payable, We will deem such loss to be 100%.

We will not increase the Residual Indemnity because You are Disabled from more than one cause at the same time.

## **Adjustment of Prior Income and Prior Business Expenses**

On the Review Date while Residual Indemnity is payable, We will adjust Your Prior Income and Prior Business Expenses for the next 12 months to reflect any changes in cost of living since the start of claim. We will adjust the Prior Income and Prior Business Expenses by multiplying each by the actual percentage change in the CPI-U between the Current Index Month and the Original Index Month. The adjusted Prior Income and adjusted Prior Business Expenses will apply to the 12-month period that follows the Review Date and will be used to determine Your Loss of Income.

The adjustment to Prior Income and Prior Business Expenses may vary from year to year as the CPI-U rises or falls in relation to the Original Index Month. We will make no change that would reduce Prior Income or Prior Business Expenses below what they were at the start of claim.

We will adjust the Prior Income and Prior Business Expenses on each Review Date while Residual Indemnity is payable until the first of the following events occurs:

- a Recovery Benefit is payable; or
- the Benefit Period ends; or
- this rider terminates.

#### **Recovery Benefit**

We will pay You a Recovery Benefit if:

- You are no longer Disabled; and
- You return to Full Time Gainful Employment immediately following a period of Disability for which We paid benefits under the Policy; and
- Your Loss of Income is at least 20% of Your Prior Income; and
- Your Loss of Income is solely due to the Injury or Sickness that caused Your Disability.

The Recovery Benefit payable will be a percentage of the Monthly Indemnity for the Policy. The Recovery Benefit will be determined by the formula (a) divided by (b) multiplied by (c), where:

- (a) is Your Loss of Income for the month in which You are claiming a Recovery Benefit; and
- (b) is Your Prior Income; and
- (c) is the Monthly Indemnity in effect on the last Review Date before Your Disability ended.

We will continue to waive premiums while You are receiving a Recovery Benefit even if it exceeds the six-month period after You recover as stated in the Waiver of Premium provision of the Policy. We will continue to waive premiums until the later of:

- the end of the six-month period after You recover; or
- the date the Recovery Benefit is no longer payable.

## **Proof of Loss**

In addition to any Proof of Loss required by the Policy, You must provide Us with written Proof of Loss necessary to establish that Your Loss of Income is solely the result of the Injury or Sickness that caused Your Disability.

#### **Premium and Renewal**

The premium for this rider is shown in the Schedule Page. You may not renew this rider after the Expiration Date of the Policy.

## **TERMINATION**

## **Termination of Residual Indemnity**

Residual Indemnity will no longer be payable on the date that the first of the following events occurs:

- You are no longer Residually Disabled; or
- Your Loss of Income is no longer solely due to the Injury or Sickness that caused Your Residual Disability;
   or
- You become Totally Disabled; or
- the Benefit Period ends; or
- this rider terminates.

## **Termination of Recovery Benefit**

Recovery Benefit will no longer be payable on the date that the first of the following events occurs:

- You become Disabled; or
- You are no longer Gainfully Employed Full Time; or
- · Your Loss of Income is no longer solely due to the Injury or Sickness that caused Your Disability; or
- Your Loss of Income is less than 20% of Your Prior Income; or
- the Benefit Period ends; or
- this rider terminates.

**Berkshire Life Insurance Company of America** 

Secretary

Berkshire Life Insurance Company of America 700 South Street Pittsfield, MA 01201

## BASIC RESIDUAL DISABILITY BENEFIT RIDER

As of the Effective Date shown below, this rider is attached to the Policy. All provisions of the Policy apply to this rider and remain the same except where We change them by this rider.

Policy Number:

Insured:

Effective Date of this rider:

The Policy is amended by adding or changing the following provisions:

## **DEFINITIONS**

#### CPI-U

CPI-U means the Consumer Price Index for All Urban Consumers, or any later replacement of it, as published by the United States Department of Labor.

#### **Current Index Month**

Current Index Month means the anniversary of the Original Index Month immediately preceding the Review Date.

## **Disability or Disabled**

Disability or Disabled is amended to also include Residual Disability or Residually Disabled.

#### **Original Index Month**

Original Index Month means the calendar month 90 days before the date on which You were first Disabled in the same claim.

## Residual Disability or Residually Disabled

Residual Disability or Residually Disabled means that You are Gainfully Employed and You are not Totally Disabled under the terms of the Policy, but solely due to Injury or Sickness:

- You experience a Loss of Income that is at least 20% of Your Prior Income; and either
- You are unable to perform one or more of the material and substantial duties of Your Occupation; or
- You are able to perform all of the material and substantial duties of Your Occupation but not for the length of time they normally require.

Working an average of more than 40 hours in a week, in itself, is not a material and substantial duty.

## **Residual Indemnity**

Residual Indemnity means the amount We will pay for each month of Residual Disability. It is a percentage of the Monthly Indemnity.

#### **Review Date**

Review Date means the recurrence each year of the date on which You were first Disabled in the same claim.

## PROVISIONS RELATING TO RESIDUAL DISABILITY

## **Residual Disability Benefit**

When You are Residually Disabled, We will pay Residual Indemnity as follows:

- You must become Disabled while the Policy is in force.
- You must satisfy the Elimination Period.

1417-A (07/11)

 After You have satisfied the Elimination Period, Residual Indemnity will be payable at the end of each month while You are Residually Disabled.

For each month benefits are payable under this rider, Residual Indemnity may never exceed Loss of Income, except as stated in the Enhancements to Residual Indemnity provision.

#### Payment of Residual Indemnity

Residual Indemnity will be determined by the formula (a) divided by (b) multiplied by (c), where:

- (a) is Your Loss of Income for the month in which You are Residually Disabled; and
- (b) is Your Prior Income; and
- (c) is the Monthly Indemnity.

## **Enhancements to Residual Indemnity**

During the first six months in which Residual Indemnity is payable, We will deem Your Loss of Income to be 50% of Your Prior Income or the actual percentage of loss, if greater.

If Your Loss of Income is more than 75% of Prior Income in any month of Residual Disability while Residual Indemnity is payable, We will deem such loss to be 100%.

We will not increase the Residual Indemnity because You are Disabled from more than one cause at the same time.

## **Adjustment of Prior Income and Prior Business Expenses**

On the Review Date while Residual Indemnity is payable, We will adjust Your Prior Income and Prior Business Expenses for the next 12 months to reflect any changes in cost of living since the start of claim. We will adjust the Prior Income and Prior Business Expenses by multiplying each by the actual percentage change in the CPI-U between the Current Index Month and the Original Index Month. The adjusted Prior Income and adjusted Prior Business Expenses will apply to the 12-month period that follows the Review Date and will be used to determine Your Loss of Income.

The adjustment to Prior Income and Prior Business Expenses may vary from year to year as the CPI-U rises or falls in relation to the Original Index Month. We will make no change that would reduce Prior Income or Prior Business Expenses below what they were at the start of claim.

We will adjust the Prior Income and Prior Business Expenses on each Review Date while Residual Indemnity is payable until the first of the following events occurs:

- a Recovery Benefit is payable; or
- the Benefit Period ends; or
- · this rider terminates.

## **Recovery Benefit**

We will pay You a Recovery Benefit if:

- You are no longer Disabled; and
- You return to Full Time Gainful Employment immediately following a period of Disability for which We paid benefits under the Policy; and
- Your Loss of Income is at least 20% of Your Prior Income; and
- Your Loss of Income is solely due to the Injury or Sickness that caused Your Disability.

The Recovery Benefit payable will be a percentage of the Monthly Indemnity for the Policy. The Recovery Benefit will be determined by the formula (a) divided by (b) multiplied by (c), where:

- (a) is Your Loss of Income for the month in which You are claiming a Recovery Benefit; and
- (b) is Your Prior Income; and
- (c) is the Monthly Indemnity in effect on the last Review Date before Your Disability ended.

We will continue to waive premiums while You are receiving a Recovery Benefit even if it exceeds the six-month period after You recover as stated in the Waiver of Premium provision of the Policy. We will continue to waive premiums until the later of:

- the end of the six-month period after You recover; or
- the date the Recovery Benefit is no longer payable.

#### Proof of Loss

In addition to any Proof of Loss required by the Policy, You must provide Us with written Proof of Loss necessary to establish that Your Loss of Income is solely the result of the Injury or Sickness that caused Your Disability.

#### **Premium and Renewal**

The premium for this rider is shown in the Schedule Page. You may not renew this rider after the Expiration Date of the Policy.

#### Incontestable

This rider will be incontestable as to the statements, except fraudulent statements, contained in the application for this rider after it has been in force for two years during Your lifetime from the Effective Date of this rider, excluding any period during which You are Disabled. No claim for a loss incurred or Disability that begins after two years from this date, excluding any period during which You are Disabled, will be reduced or denied because a sickness or physical condition existed prior to the Effective Date of this rider. This assumes that such sickness or physical condition was not excluded from Coverage by name or description under the Policy.

In the event of a reinstatement, this rider will be incontestable as to statements made by You, except fraudulent statements, contained in the application for reinstatement of the Policy after it has been in force for a period of two years following the date the Policy was reinstated, excluding any period during which You are Disabled.

## **TERMINATION**

## **Termination of Residual Indemnity**

Residual Indemnity will no longer be payable on the date that the first of the following events occurs:

- You are no longer Residually Disabled; or
- Your Loss of Income is no longer solely due to the Injury or Sickness that caused Your Residual Disability;
- · You become Totally Disabled; or
- the Benefit Period ends; or
- this rider terminates.

## **Termination of Recovery Benefit**

Recovery Benefit will no longer be payable on the date that the first of the following events occurs:

- You become Disabled; or
- You are no longer Gainfully Employed Full Time; or
- Your Loss of Income is no longer solely due to the Injury or Sickness that caused Your Disability; or
- Your Loss of Income is less than 20% of Your Prior Income; or
- the Benefit Period ends; or
- this rider terminates.

Berkshire Life Insurance Company of America

Secretary

Filing Company: Berkshire Life Insurance Company of America State Tracking Number:

Company Tracking Number:

TOI: H111 Individual Health - Disability Income Sub-TOI: H111.007 Long Term - Related to marketing with

employer or association groups

Product Name: 1417 Re-File

Project Name/Number:

# **Supporting Document Schedules**

Item Status: Status

Date:

Satisfied - Item: Flesch Certification Replaced 01/30/2012

Comments: Attachment:

1417 Flesch Score.pdf

Item Status: Status

Date:

Satisfied - Item: Application Replaced 01/30/2012

Comments:

Form number: DI-2011 (12/11)

Approved: 7/13/2011

Item Status: Status

Date:

Bypassed - Item: Health - Actuarial Justification Replaced 01/30/2012

Bypass Reason: Form filing only

Comments:

Item Status: Status

Date:

Satisfied - Item: Outline of Coverage Replaced 01/30/2012

Comments: Attachment:

TDOC (12-11).pdf

Item Status: Status

Date:

Satisfied - Item: 1417 Red-Lined Replaced 01/30/2012

**Comments:** 

Filing Company: Berkshire Life Insurance Company of America State Tracking Number:

Company Tracking Number:

TOI: H111 Individual Health - Disability Income Sub-TOI: H111.007 Long Term - Related to marketing with

employer or association groups

Product Name: 1417 Re-File

Project Name/Number: /

## Attachments:

1417 \_07-11\_\_red-line.pdf 1417-A \_07-11\_\_Red-Line.pdf TDOC \_12-11\_ Red-Lined.pdf

## BERKSHIRE LIFE INSURANCE COMPANY OF AMERICA 700 South Street Pittsfield MA 01201

## **CERTIFICATION**

This is to certify that the forms listed below comply with the readability ease standards of the Life and Health Policy Simplification Act, Section 5a.

Form Number	<u>Sentences</u>	Words	<u>Syllables</u>	Flesch Score
1417 (07/11)	276	7,358	11,304	51.2
1417-A (07/11)	290	7,366	11,228	52.1

January 24, 2012

Donna K. Owens, Officer

Director of Product Development

## Berkshire Life Insurance Company of America 700 South Street • Pittsfield, Massachusetts 01201 1-800-819-2468

# DISABILITY INCOME PROTECTION COVERAGE REQUIRED OUTLINE OF COVERAGE

## Policy Form 1400

- READ YOUR POLICY CAREFULLY This outline provides a very brief description of Your Policy. This is
  not the insurance contract and only the actual provisions will control. The Policy itself sets forth in detail the
  rights and obligations of both You and Your insurance company. It is, therefore, important that YOU READ
  YOUR POLICY CAREFULLY.
- DISABILITY INCOME PROTECTION Policies of this category are designed to provide, to persons insured, Coverage for Disabilities resulting from a covered Injury or Sickness, subject to any limitations set forth in the Policy. Coverage is not provided for basic hospital, basic medical-surgical, or major medical expenses.

3.	3. BENEFITS OF THE POLICY – The Policy provides benefits for Total Disability.				
	\$ Monthly Indemnity will be paid each month while You are Totally Disabled.				
Benefits will start at the end of an Elimination Period of					
Your Benefit Period is					
	<u>Total Disability Definition</u> – The definition of Total Disability that applies to the Policy is checked below:				
	Total Disability or Totally Disabled means that, solely due to Injury or Sickness, You are not able to perform the material and substantial duties of Your Occupation.				
	You will be Totally Disabled even if You are Gainfully Employed in another occupation so long as, solely due to Injury or Sickness, You are not able to work in Your Occupation.				

Working an average of more than 40 hours in a week, in itself, is not a material and substantial duty.

Your Occupation means the occupation (or occupations, if more than one) in which You are Gainfully Employed during the 12 months prior to the time You become Disabled.

Total Disability or Totally Disabled means that, solely due to Injury or Sickness, You are not able to perform the material and substantial duties of Your Occupation.

You will be Totally Disabled even if You are Gainfully Employed in another occupation so long as, solely due to Injury or Sickness, You are not able to work in Your Occupation.

Working an average of more than 40 hours in a week, in itself, is not a material and substantial duty.

Your Occupation means the occupation (or occupations, if more than one) in which You are Gainfully Employed during the 12 months prior to the time You become Disabled.

If You have limited Your Occupation to the performance of the material and substantial duties of a single medical specialty or to a single dental specialty, We will deem that specialty to be Your Occupation.

Total Disability or Totally Disabled means that, solely due to Injury or Sickness, You are not able to perform the material and substantial duties of Your Occupation and You are not Gainfully Employed.
Working an average of more than 40 hours in a week, in itself, is not a material and substantial duty.
Your Occupation means the occupation (or occupations, if more than one) in which You are Gainfully Employed during the 12 months prior to the time You become Disabled.
TIONAL BENEFITS – You have applied for those optional benefits checked below. There is a separate mium charge for each added benefit.
Social Insurance Substitute Rider 1401 (All classes) – This rider provides a benefit for Disability when the benefits that You may be receiving from any social insurance plan do not equal or exceed the SIS Maximum Monthly Indemnity.
Your SIS Maximum Monthly Indemnity is \$ per month.
The SIS benefit each month is equal to the SIS Maximum Monthly Indemnity <u>less</u> any benefits You are receiving from a social insurance plan. Social insurance benefits include benefits for disability from workers' compensation or occupational disease law or for disability or retirement from Social Security.
This benefit will be added to the Monthly Indemnity of the Policy in each month when such indemnity is payable for Disability.
This rider terminates on the earlier of the Expiration Date or the date You retire under the Social Security Act.
Two-Year Residual Disability Benefit Rider 1403 (see Residual Disability Benefit Rider 1402 below)
Benefits for Residual Disability may be payable for up to 24 months in any one claim.
Residual Disability Benefit Rider 1402 (Classes 6, 6M, 5, 5M, 4, 4M, 3 and 3M) – This rider provides reduced Monthly Indemnity when You are Residually Disabled.
Residual Disability means that You are Gainfully Employed and are not Totally Disabled under the terms of the Policy; but solely because of Injury or Sickness, Your Loss of Income is at least 15% of Your Prior Income.

The rider has the same Elimination Period as Your Policy.

For each month of the first 12 months that You are eligible for a Residual Disability benefit in the same claim, the policy will pay a Loss of Income Indemnity. The Loss of Income Indemnity is equal to Your Loss of Income less any individual disability insurance benefits You are receiving, or that You are eligible to receive from Berkshire Life Insurance Company of America and all other insurance companies on policies that are in force before the effective date of this rider. The Loss of Income Indemnity will not exceed your Monthly Indemnity. If you continue to be Residually Disabled after the Loss of Income Indemnity has been paid for 12 months, the policy pays a Residual Indemnity.

Your Residual Indemnity is based on the following formula:

<b>5</b>	Loss of Income	
Residual Indemnity =	Prior Income	x Monthly Indemnity
		automatic Benefit Enhancement Rider, or an ts provided by these riders will be added to the
You may be Totally or Residually Dismeet the conditions for waiver of pre	•	the Elimination Period of the Policy or rider and to
You may not renew this rider after th	e Expiration Date	э.
	a claim, while be	L (Classes 6, 6M, 5, 5M, 4, 4M, 3 and 3M) – This nefits are payable, a 3% adjustment in Monthly ne next 12 months.
		automatic Benefit Enhancement Rider, or an ts provided by these riders will be adjusted in the
You may not renew this rider after th	e Expiration Date	э.
right to apply for additional disability	income insuranc	, 5M, 4, 4M, 3 and 3M) – This rider gives You the e in future years despite any change in Your the Policy Anniversary until You are Age 55.
This rider includes a Special Option Your Group Long-Term Disability Co	· ·	e used once while this rider is in effect if You lose not subsequently replaced.
Your total Future Increase Option is	\$	·
Option Date. On or after Age 45, You	u may apply for ι	the remaining Total Increase Option on any one up to one-third of the remaining Total Increase less than \$1,000, on any Option Date.
underwritten to determine the maxim must provide evidence of Your Incon that is in force, which You have appli	num amount of M ne, employment ied for, or for wh	riod or a Special Option Period will be onthly Indemnity, if any, available to You. You and all other disability insurance with any insurer ch You are eligible. We may require additional do not have to provide evidence of Your medical
This rider expires after You are Age	55 or, if earlier, v	when You use Your last Increase Option.
		s 6, 6M, 5, 5M, 4, 4M, 3 and 3M) – This rider thly Indemnity of the Policy on each of six

After a Rider Review Date and before the next Policy Anniversary, You may submit an application to renew this rider for the smallest of:

- · another six Automatic Increases; or
- the number of Automatic Increases between your attained Age and Age 60, whichever is less; or
- the number of Automatic Increases which will not cause the Monthly Indemnity to exceed the
  maximum amount of allowable Monthly Indemnity, if any, available to You based on Our underwriting
  rules in effect at the time You apply for rider renewal.

If You apply to renew this rider, You must provide evidence of Your medical insurability, Income, occupation, employment and other insurance in force, applied for, or for which You are eligible. We may require additional evidence of financial insurability to renew this rider.

Your application to renew this rider will be underwritten in accordance with Our underwriting rules in effect at the time You apply for renewal to determine if You are eligible to renew this rider.

If benefits have been paid by Us under the Policy, You are not eligible to renew this rider.

This rider is renewable at six-year intervals but not past Age 60.

Partial Disability Benefit Rider 1407 (Classes 2, 2M, 1 and 1M) - This rider provides one-half of the
Monthly Indemnity when You are Partially Disabled after a period of Total Disability.

The Partial Indemnity of this rider is payable for six months or, if earlier, the end of the Benefit Period.

You must be Totally Disabled for the length of the Elimination Period before You become Partially Disabled.

<u>Partial Disability</u> means that You are Gainfully Employed but, because of Injury or Sickness:

- You are able to perform one or more but not all of the material and substantial duties of Your Occupation; or
- You are unable to perform the material and substantial duties of Your Occupation for more than one-half of the time normally required.

You may not renew this rider after the Expiration Date.

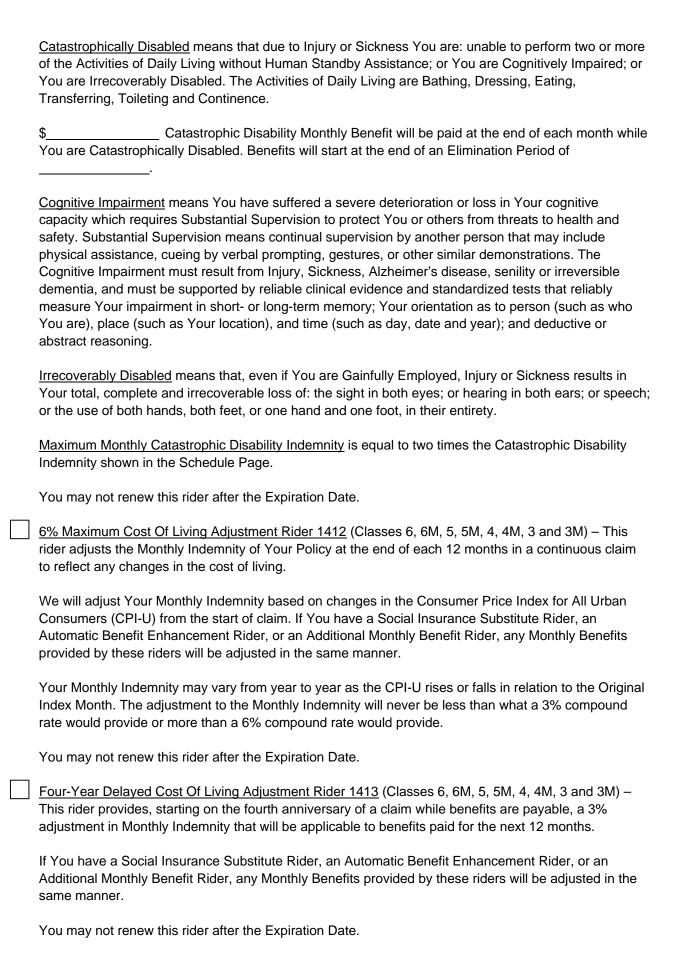
<u>Unemployment Waiver of Premium Rider 1409</u> (All classes) – Under this rider, We will waive the
premiums of the Policy if You become unemployed and receive unemployment compensation for at
least 60 consecutive days.

We will waive the premiums for a 12-month period beginning on the date You become unemployed even if You return to work.

Premiums may not be waived for a subsequent Unemployment Period until 48 months have elapsed from the end of the previous Unemployment Period.

You may not renew this rider after You are Age 60.

Catastrophic Disability Benefit Rider 1410 (Classes 6, 6M, 5, 5M, 4, 4M, 3 and 3M) – This rider provides a Catastrophic Disability Benefit if You are Catastrophically Disabled.



Graded Lifetime Indemnity for Total Disability Rider 1414 (Classes 6, 6M, 5, 5M, 4, 4M, 3 and 3M) - This
rider provides lifetime benefits if You become Totally Disabled before Age 65 and remain continuously Totally disabled in the same claim after the Expiration Date. The Lifetime Indemnity percentage is based on Your Age when the continuous Total Disability begins. For each year after Age 45, the
percentage decreases by 5%.
You may not renew this rider after You attain Age 65 and are not Totally Disabled.
Retirement Protection Plus Disability Benefit Rider 1415 (Classes 6, 6M, 5, 5M, 4, 4M, 3 and 3M) – This rider provides an RPP Monthly Indemnity benefit payable to an irrevocable trust if You are Totally Disabled and not Gainfully Employed.
\$ RPP Monthly Indemnity will be paid at the end of each month while You are Totally Disabled and not Gainfully Employed.
Benefits will start at the end of an Elimination Period of
You may not renew this rider after Age 65.
<u>Lump Sum Disability Benefit Rider 1416</u> (Classes 6, 6M, 5, 5M, 4, 4M, 3 and 3M) – This rider provides a lump sum benefit at the later of the Expiration Date of the Policy or the end of the Benefit Period if Disabled. The Lump Sum Benefit Amount will only be paid if the Policy and this rider are in force on the Expiration Date of the Policy, and if the sum of Contributing Payments is equal to or greater than the Qualifying Amount. The Lump Sum Benefit Amount is equal to the sum of Contributing Payments multiplied by 35%.
Contributing Payments are any Total Disability benefits and/or Residual Disability benefits paid under the Policy until the later of the Expiration Date or the end of the Benefit Period if Disabled.
Your Qualifying Amount is \$
You may not renew this rider after the Expiration Date.
Basic Residual Disability Benefit Rider 1417 (Classes 6, 6M, 5, 5M, 4, 4M, 3 and 3M) – This rider provides reduced Monthly Indemnity when You are Residually Disabled.
Residual Disability or Residually Disabled means that You are Gainfully Employed and You are not Totally Disabled under the terms of the Policy, but solely due to Injury or Sickness:  • You experience a Loss of Income that is at least 20% of Your Prior Income; and either  • You are unable to perform one or more of the material and substantial duties of Your Occupation; or
<ul> <li>You are able to perform all of the material and substantial duties of Your Occupation but not for the length of time they normally require.</li> </ul>
Working an average of more than 40 hours in a week, in itself, is not a material and substantial duty.
The rider has the same Elimination Period as Your Policy.
Your Residual Indemnity is based on the following formula:
Loss of Income  Residual Indemnity = x Monthly Indemnity
Prior Income

During the first six months in which Residual Indemnity is payable, We will deem Your Loss of Income to be 50% of Your Prior Income or the actual percentage of loss, if greater.

If You have a Social Insurance Substitute Rider or an Automatic Benefit Enhancement Rider, any Monthly Benefits provided by these riders will be added to the Monthly Indemnity of this formula.

You may be Totally or Residually Disabled to satisfy the Elimination Period of the Policy and to meet the conditions for waiver of premium.

You may not renew this rider after the Expiration Date.

3% Maximum Cost Of Living Adjustment Rider 1418 (Classes 6, 6M, 5, 5M, 4, 4M, 3 and 3M) – This rider adjusts the Monthly Indemnity of Your Policy at the end of each 12 months in a continuous claim to reflect any changes in the cost of living.

On the first Review Date, We will adjust the Monthly Indemnity by multiplying the Monthly Indemnity by the Cost of Living Adjustment Factor. On each subsequent Review Date while benefits are payable, We will adjust the Monthly Indemnity by multiplying the prior year's adjusted Monthly Indemnity by the Cost of Living Adjustment Factor.

The Cost of Living Adjustment Factor will never be less than 1.00 or greater than 1.03.

You may not renew this rider after the Expiration Date.

Benefit Purchase Rider 1419 (Classes 6, 6M, 5, 5M, 4, 4M, 3 and 3M) – This rider gives You the opportunity to apply for additional disability income insurance in future years despite any change in Your health. We will review Your eligibility for an Increase Policy on every third Policy Anniversary while this rider is in effect. To keep this rider in effect, You must submit an application and other evidence of insurability during the Benefit Purchase Period.

You may apply for one Increase Policy between each Review Date while this rider is in effect if You have at least a 50% increase in Your Income during the first three years after the Effective Date of the Policy or since the last Review Date, or You lose Your Group Long-Term Disability Coverage and it is not subsequently replaced.

Each Increase Policy applied for during a Benefit Purchase Period or as part of a Special Benefit Purchase Option Offer will be underwritten to determine the maximum amount of Monthly Indemnity, if any, available to You. You must provide evidence of Your Income, occupation, employment and all other disability insurance with any insurer that is in force, which You have applied for, or for which You are eligible. We may require additional evidence of financial insurability, as necessary. You do not have to provide evidence of Your medical insurability.

This rider terminates when the first of the following events occurs:

- An application for an Increase Policy and required evidence of insurability is not received during the Benefit Purchase Period; or
- Less than 50% of Our offer to increase the Monthly Indemnity is accepted; or
- The initial premium for any Increase Policy is not paid; or
- The date of Your request to decrease the Monthly Indemnity of the Policy to which this rider is attached; or
- The date of Your written request to terminate this rider; or
- You attain Age 55; or
- The Policy terminates.

- 4. EXCLUSIONS AND LIMITATIONS OF THE POLICY We will not pay benefits for any Disability:
  - caused by, contributed to, or which results from military training, military action, military conflict, or war, whether declared or undeclared, while You are serving in the military or units auxiliary thereto, or working for contracted military services;
  - during any period of time in which You are incarcerated;
  - caused by, contributed to, or which results from Your commission of, or attempt to commit, a criminal offense as defined under local, state, or federal law;
  - caused by, contributed to, or which results from Your being engaged in an illegal occupation;
  - caused by, contributed to, or which results from the suspension, revocation or surrender of Your professional or occupational license or certification;
  - caused by, contributed to, or which results from an intentionally self-inflicted Injury;
  - during the first three months of Disability or the Elimination Period, if longer, that is caused by, contributed to, or which results from normal pregnancy or childbirth; or
  - due to any loss We have excluded by name or specific description.

**LIMITATION WHILE OUTSIDE THE UNITED STATES OR CANADA-**You must be living full time in the 50 states which comprise the United States of America, the District of Columbia or Canada in order to receive benefits under the Policy, except for incidental travel or vacation; otherwise, benefits will cease. Incidental travel or vacation means being outside of the 50 states which comprise the United States of America, the District of Columbia or Canada for less than 60 days in a 12-month period. You may not recover benefits that have ceased pursuant to this limitation.

If benefits under the Policy have ceased pursuant to this limitation and You return to the 50 states that comprise the United States of America, the District of Columbia or Canada, You may become eligible to resume receiving benefits under the Policy. You must satisfy all terms and conditions of the Policy in order to be eligible to resume receiving benefits under the Policy.

If You remain outside of the 50 states which comprise the United States of America, the District of Columbia or Canada, premiums will become due beginning six months after benefits cease.

PRE-EXISTING CONDITION LIMITATION – We will not cover any loss that begins in the first two years after the Effective Date from a Pre-existing Condition.

Pre-existing Condition means a physical or mental condition:

- that was misrepresented or not disclosed in Your application; and
- for which You received professional medical advice, diagnosis or treatment within two years before the Effective Date; or
- that caused symptoms within one year before the Effective Date for which a prudent person would usually seek professional medical advice, diagnosis or treatment.

MENTAL AND/OR SUBSTANCE-RELATED DISORDERS LIMITATION – Benefits for any Disability due to a Mental and/or Substance-Related Disorder will be paid for a period not longer than the Maximum Benefit Period for Mental and/or Substance-Related Disorders as shown in the Schedule Page of the Policy.

After the Maximum Benefit Period for Mental and/or Substance-Related Disorders and subject to the Policy provisions, We will only pay benefits while You are continuously confined in a Hospital for treatment of a Disability due to a Mental and/or Substance-Related Disorder, and You are under the regular medical care of a Physician.

Under no circumstance will We pay benefits for any Disability due to a Mental and/or Substance-Related Disorder that We have excluded by name or specific description.

5. RENEWABILITY OF THE POLICY – You may renew the Policy at the end of each Premium Term until the Expiration Date. During that time, We cannot change the premium or cancel the Policy.

After the Expiration Date, You may renew the Policy at the end of each Premium Term as long as You are not Disabled and You are Gainfully Employed Full Time for at least ten months each year and the premium is paid on time.

Your premium will be at Our rates then in effect for persons of Your Age, Class of Risk, Occupation Class, and any special class rating that applies to the Policy. We have the right to change such premiums on a class basis on any Policy Anniversary.

## **BASIC RESIDUAL DISABILITY BENEFIT RIDER**

This rider is a part of the Policy to which it is attached. All provisions of the Policy apply to this rider and remain the same except where We change them by this rider.

The Policy is amended by adding or changing the following provisions:

## **DEFINITIONS**

#### CPI-U

CPI-U means the Consumer Price Index for All Urban Consumers, or any later replacement of it, as published by the United States Department of Labor.

#### **Current Index Month**

Current Index Month means the anniversary of the Original Index Month immediately preceding the Review Date.

## **Disability or Disabled**

Disability or Disabled is amended to also include Residual Disability or Residually Disabled.

#### **Original Index Month**

Original Index Month means the calendar month 90 days before the date on which You were first Disabled in the same claim.

#### Residual Disability or Residually Disabled

Residual Disability or Residually Disabled means that You are Gainfully Employed and You are not Totally Disabled under the terms of the Policy, but solely due to Injury or Sickness:

- You experience a Loss of Income that is at least 20% of Your Prior Income; and either
- You are <u>un</u>able to perform one or more, <u>but not all</u>, of the material and substantial duties of Your Occupation; or
- You are able to perform all of the material and substantial duties of Your Occupation but not for the length of time they normally require.

Working an average of more than 40 hours in a week, in itself, is not a material and substantial duty.

## **Residual Indemnity**

Residual Indemnity means the amount We will pay for each month of Residual Disability. It is a percentage of the Monthly Indemnity.

#### **Review Date**

Review Date means the recurrence each year of the date on which You were first Disabled in the same claim.

## PROVISIONS RELATING TO RESIDUAL DISABILITY

#### **Residual Disability Benefit**

When You are Residually Disabled, We will pay Residual Indemnity as follows:

- You must become Disabled while the Policy is in force.
- You must satisfy the Elimination Period.
- After You have satisfied the Elimination Period, Residual Indemnity will be payable at the end of each month while You are Residually Disabled.

For each month benefits are payable under this rider, Residual Indemnity may never exceed Loss of Income, except as stated in the Enhancements to Residual Indemnity provision.

## **Payment of Residual Indemnity**

Residual Indemnity will be determined by the formula (a) divided by (b) multiplied by (c), where:

- (a) is Your Loss of Income for the month in which You are Residually Disabled; and
- (b) is Your Prior Income; and
- (c) is the Monthly Indemnity.

## **Enhancements to Residual Indemnity**

During the first six months in which Residual Indemnity is payable, We will deem Your Loss of Income to be 50% of Your Prior Income or the actual percentage of loss, if greater.

If Your Loss of Income is more than 75% of Prior Income in any month of Residual Disability while Residual Indemnity is payable, We will deem such loss to be 100%.

We will not increase the Residual Indemnity because You are Disabled from more than one cause at the same time.

## **Adjustment of Prior Income and Prior Business Expenses**

On the Review Date while Residual Indemnity is payable, We will adjust Your Prior Income and Prior Business Expenses for the next 12 months to reflect any changes in cost of living since the start of claim. We will adjust the Prior Income and Prior Business Expenses by multiplying each by the actual percentage change in the CPI-U between the Current Index Month and the Original Index Month. The adjusted Prior Income and adjusted Prior Business Expenses will apply to the 12-month period that follows the Review Date and will be used to determine Your Loss of Income.

The adjustment to Prior Income and Prior Business Expenses may vary from year to year as the CPI-U rises or falls in relation to the Original Index Month. We will make no change that would reduce Prior Income or Prior Business Expenses below what they were at the start of claim.

We will adjust the Prior Income and Prior Business Expenses on each Review Date while Residual Indemnity is payable until the first of the following events occurs:

- a Recovery Benefit is payable; or
- the Benefit Period ends; or
- this rider terminates.

## **Recovery Benefit**

We will pay You a Recovery Benefit if:

- You are no longer Disabled; and
- You return to Full Time Gainful Employment immediately following a period of Disability for which We paid benefits under the Policy; and
- Your Loss of Income is at least 20% of Your Prior Income; and
- Your Loss of Income is solely due to the Injury or Sickness that caused Your Disability.

The Recovery Benefit payable will be a percentage of the Monthly Indemnity for the Policy. The Recovery Benefit will be determined by the formula (a) divided by (b) multiplied by (c), where:

- (a) is Your Loss of Income for the month in which You are claiming a Recovery Benefit; and
- (b) is Your Prior Income; and
- (c) is the Monthly Indemnity in effect on the last Review Date before Your Disability ended.

We will continue to waive premiums while You are receiving a Recovery Benefit even if it exceeds the six-month period after You recover as stated in the Waiver of Premium provision of the Policy. We will continue to waive premiums until the later of:

- the end of the six-month period after You recover; or
- the date the Recovery Benefit is no longer payable.

## **Proof of Loss**

In addition to any Proof of Loss required by the Policy, You must provide Us with written Proof of Loss necessary to establish that Your Loss of Income is solely the result of the Injury or Sickness that caused Your Disability.

## **Premium and Renewal**

The premium for this rider is shown in the Schedule Page. You may not renew this rider after the Expiration Date of the Policy.

## **TERMINATION**

## **Termination of Residual Indemnity**

Residual Indemnity will no longer be payable on the date that the first of the following events occurs:

- You are no longer Residually Disabled; or
- Your Loss of Income is no longer solely due to the Injury or Sickness that caused Your Residual Disability;
   or
- · You become Totally Disabled; or
- the Benefit Period ends: or
- this rider terminates.

## **Termination of Recovery Benefit**

Recovery Benefit will no longer be payable on the date that the first of the following events occurs:

- You become Disabled; or
- You are no longer Gainfully Employed Full Time; or
- Your Loss of Income is no longer solely due to the Injury or Sickness that caused Your Disability; or
- Your Loss of Income is less than 20% of Your Prior Income; or
- the Benefit Period ends; or
- this rider terminates.

**Berkshire Life Insurance Company of America** 

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Secretary

Berkshire Life Insurance Company of America 700 South Street Pittsfield, MA 01201

## BASIC RESIDUAL DISABILITY BENEFIT RIDER

As of the Effective Date shown below, this rider is attached to the Policy. All provisions of the Policy apply to this rider and remain the same except where We change them by this rider.

Policy Number:

Insured:

Effective Date of this rider:

The Policy is amended by adding or changing the following provisions:

## **DEFINITIONS**

#### CPI-U

CPI-U means the Consumer Price Index for All Urban Consumers, or any later replacement of it, as published by the United States Department of Labor.

#### **Current Index Month**

Current Index Month means the anniversary of the Original Index Month immediately preceding the Review Date.

## **Disability or Disabled**

Disability or Disabled is amended to also include Residual Disability or Residually Disabled.

#### **Original Index Month**

Original Index Month means the calendar month 90 days before the date on which You were first Disabled in the same claim.

## Residual Disability or Residually Disabled

Residual Disability or Residually Disabled means that You are Gainfully Employed and You are not Totally Disabled under the terms of the Policy, but solely due to Injury or Sickness:

- You experience a Loss of Income that is at least 20% of Your Prior Income; and either
- You are <u>un</u>able to perform one or more, <u>but not all</u>, of the material and substantial duties of Your Occupation; or
- You are able to perform all of the material and substantial duties of Your Occupation but not for the length of time they normally require.

Working an average of more than 40 hours in a week, in itself, is not a material and substantial duty.

#### **Residual Indemnity**

Residual Indemnity means the amount We will pay for each month of Residual Disability. It is a percentage of the Monthly Indemnity.

#### **Review Date**

Review Date means the recurrence each year of the date on which You were first Disabled in the same claim.

## PROVISIONS RELATING TO RESIDUAL DISABILITY

#### **Residual Disability Benefit**

When You are Residually Disabled, We will pay Residual Indemnity as follows:

You must become Disabled while the Policy is in force.

1417-A (07/11)

- You must satisfy the Elimination Period.
- After You have satisfied the Elimination Period, Residual Indemnity will be payable at the end of each month while You are Residually Disabled.

For each month benefits are payable under this rider, Residual Indemnity may never exceed Loss of Income, except as stated in the Enhancements to Residual Indemnity provision.

## **Payment of Residual Indemnity**

Residual Indemnity will be determined by the formula (a) divided by (b) multiplied by (c), where:

- (a) is Your Loss of Income for the month in which You are Residually Disabled; and
- (b) is Your Prior Income; and
- (c) is the Monthly Indemnity.

## **Enhancements to Residual Indemnity**

During the first six months in which Residual Indemnity is payable, We will deem Your Loss of Income to be 50% of Your Prior Income or the actual percentage of loss, if greater.

If Your Loss of Income is more than 75% of Prior Income in any month of Residual Disability while Residual Indemnity is payable, We will deem such loss to be 100%.

We will not increase the Residual Indemnity because You are Disabled from more than one cause at the same time.

## **Adjustment of Prior Income and Prior Business Expenses**

On the Review Date while Residual Indemnity is payable, We will adjust Your Prior Income and Prior Business Expenses for the next 12 months to reflect any changes in cost of living since the start of claim. We will adjust the Prior Income and Prior Business Expenses by multiplying each by the actual percentage change in the CPI-U between the Current Index Month and the Original Index Month. The adjusted Prior Income and adjusted Prior Business Expenses will apply to the 12-month period that follows the Review Date and will be used to determine Your Loss of Income.

The adjustment to Prior Income and Prior Business Expenses may vary from year to year as the CPI-U rises or falls in relation to the Original Index Month. We will make no change that would reduce Prior Income or Prior Business Expenses below what they were at the start of claim.

We will adjust the Prior Income and Prior Business Expenses on each Review Date while Residual Indemnity is payable until the first of the following events occurs:

- a Recovery Benefit is payable; or
- the Benefit Period ends; or
- this rider terminates.

## **Recovery Benefit**

We will pay You a Recovery Benefit if:

- You are no longer Disabled; and
- You return to Full Time Gainful Employment immediately following a period of Disability for which We paid benefits under the Policy; and
- Your Loss of Income is at least 20% of Your Prior Income; and
- Your Loss of Income is solely due to the Injury or Sickness that caused Your Disability.

The Recovery Benefit payable will be a percentage of the Monthly Indemnity for the Policy. The Recovery Benefit will be determined by the formula (a) divided by (b) multiplied by (c), where:

- (a) is Your Loss of Income for the month in which You are claiming a Recovery Benefit; and
- (b) is Your Prior Income; and
- (c) is the Monthly Indemnity in effect on the last Review Date before Your Disability ended.

We will continue to waive premiums while You are receiving a Recovery Benefit even if it exceeds the six-month period after You recover as stated in the Waiver of Premium provision of the Policy. We will continue to waive premiums until the later of:

- the end of the six-month period after You recover; or
- the date the Recovery Benefit is no longer payable.

#### Proof of Loss

In addition to any Proof of Loss required by the Policy, You must provide Us with written Proof of Loss necessary to establish that Your Loss of Income is solely the result of the Injury or Sickness that caused Your Disability.

#### **Premium and Renewal**

The premium for this rider is shown in the Schedule Page. You may not renew this rider after the Expiration Date of the Policy.

#### Incontestable

This rider will be incontestable as to the statements, except fraudulent statements, contained in the application for this rider after it has been in force for two years during Your lifetime from the Effective Date of this rider, excluding any period during which You are Disabled. No claim for a loss incurred or Disability that begins after two years from this date, excluding any period during which You are Disabled, will be reduced or denied because a sickness or physical condition existed prior to the Effective Date of this rider. This assumes that such sickness or physical condition was not excluded from Coverage by name or description under the Policy.

In the event of a reinstatement, this rider will be incontestable as to statements made by You, except fraudulent statements, contained in the application for reinstatement of the Policy after it has been in force for a period of two years following the date the Policy was reinstated, excluding any period during which You are Disabled.

## **TERMINATION**

## **Termination of Residual Indemnity**

Residual Indemnity will no longer be payable on the date that the first of the following events occurs:

- You are no longer Residually Disabled; or
- Your Loss of Income is no longer solely due to the Injury or Sickness that caused Your Residual Disability;
- · You become Totally Disabled; or
- the Benefit Period ends; or
- this rider terminates.

## **Termination of Recovery Benefit**

Recovery Benefit will no longer be payable on the date that the first of the following events occurs:

- You become Disabled; or
- You are no longer Gainfully Employed Full Time; or
- Your Loss of Income is no longer solely due to the Injury or Sickness that caused Your Disability; or
- Your Loss of Income is less than 20% of Your Prior Income; or
- the Benefit Period ends; or
- this rider terminates.

Berkshire Life Insurance Company of America

Secretary

## Berkshire Life Insurance Company of America 700 South Street • Pittsfield, Massachusetts 01201 1-800-819-2468

# DISABILITY INCOME PROTECTION COVERAGE REQUIRED OUTLINE OF COVERAGE

## Policy Form 1400

- READ YOUR POLICY CAREFULLY This outline provides a very brief description of Your Policy. This is
  not the insurance contract and only the actual provisions will control. The Policy itself sets forth in detail the
  rights and obligations of both You and Your insurance company. It is, therefore, important that YOU READ
  YOUR POLICY CAREFULLY.
- DISABILITY INCOME PROTECTION Policies of this category are designed to provide, to persons insured, Coverage for Disabilities resulting from a covered Injury or Sickness, subject to any limitations set forth in the Policy. Coverage is not provided for basic hospital, basic medical-surgical, or major medical expenses.

3.	3. BENEFITS OF THE POLICY – The Policy provides benefits for Total Disability.				
	\$ Monthly Indemnity will be paid each month while You are Totally Disabled.				
Benefits will start at the end of an Elimination Period of					
Your Benefit Period is					
	<u>Total Disability Definition</u> – The definition of Total Disability that applies to the Policy is checked below:				
	Total Disability or Totally Disabled means that, solely due to Injury or Sickness, You are not able to perform the material and substantial duties of Your Occupation.				
	You will be Totally Disabled even if You are Gainfully Employed in another occupation so long as, solely due to Injury or Sickness, You are not able to work in Your Occupation.				

Working an average of more than 40 hours in a week, in itself, is not a material and substantial duty.

Your Occupation means the occupation (or occupations, if more than one) in which You are Gainfully Employed during the 12 months prior to the time You become Disabled.

Total Disability or Totally Disabled means that, solely due to Injury or Sickness, You are not able to perform the material and substantial duties of Your Occupation.

You will be Totally Disabled even if You are Gainfully Employed in another occupation so long as, solely due to Injury or Sickness, You are not able to work in Your Occupation.

Working an average of more than 40 hours in a week, in itself, is not a material and substantial duty.

Your Occupation means the occupation (or occupations, if more than one) in which You are Gainfully Employed during the 12 months prior to the time You become Disabled.

If You have limited Your Occupation to the performance of the material and substantial duties of a single medical specialty or to a single dental specialty, We will deem that specialty to be Your Occupation.

Total Disability or Totally Disabled means that, solely due to Injury or Sickness, You are not able to perform the material and substantial duties of Your Occupation and You are not Gainfully Employed.
Working an average of more than 40 hours in a week, in itself, is not a material and substantial duty.
Your Occupation means the occupation (or occupations, if more than one) in which You are Gainfully Employed during the 12 months prior to the time You become Disabled.
TIONAL BENEFITS – You have applied for those optional benefits checked below. There is a separate mium charge for each added benefit.
Social Insurance Substitute Rider 1401 (All classes) – This rider provides a benefit for Disability when the benefits that You may be receiving from any social insurance plan do not equal or exceed the SIS Maximum Monthly Indemnity.
Your SIS Maximum Monthly Indemnity is \$ per month.
The SIS benefit each month is equal to the SIS Maximum Monthly Indemnity <u>less</u> any benefits You are receiving from a social insurance plan. Social insurance benefits include benefits for disability from workers' compensation or occupational disease law or for disability or retirement from Social Security.
This benefit will be added to the Monthly Indemnity of the Policy in each month when such indemnity is payable for Disability.
This rider terminates on the earlier of the Expiration Date or the date You retire under the Social Security Act.
Two-Year Residual Disability Benefit Rider 1403 (see Residual Disability Benefit Rider 1402 below)
Benefits for Residual Disability may be payable for up to 24 months in any one claim.
Residual Disability Benefit Rider 1402 (Classes 6, 6M, 5, 5M, 4, 4M, 3 and 3M) – This rider provides reduced Monthly Indemnity when You are Residually Disabled.
Residual Disability means that You are Gainfully Employed and are not Totally Disabled under the terms of the Policy; but solely because of Injury or Sickness, Your Loss of Income is at least 15% of Your Prior Income.

The rider has the same Elimination Period as Your Policy.

For each month of the first 12 months that You are eligible for a Residual Disability benefit in the same claim, the policy will pay a Loss of Income Indemnity. The Loss of Income Indemnity is equal to Your Loss of Income less any individual disability insurance benefits You are receiving, or that You are eligible to receive from Berkshire Life Insurance Company of America and all other insurance companies on policies that are in force before the effective date of this rider. The Loss of Income Indemnity will not exceed your Monthly Indemnity. If you continue to be Residually Disabled after the Loss of Income Indemnity has been paid for 12 months, the policy pays a Residual Indemnity.

Your Residual Indemnity is based on the following formula:

<b>5</b>	Loss of Income	
Residual Indemnity =	Prior Income	x Monthly Indemnity
		automatic Benefit Enhancement Rider, or an ts provided by these riders will be added to the
You may be Totally or Residually Dismeet the conditions for waiver of pre	•	the Elimination Period of the Policy or rider and to
You may not renew this rider after th	e Expiration Date	э.
	a claim, while be	L (Classes 6, 6M, 5, 5M, 4, 4M, 3 and 3M) – This nefits are payable, a 3% adjustment in Monthly ne next 12 months.
		automatic Benefit Enhancement Rider, or an ts provided by these riders will be adjusted in the
You may not renew this rider after th	e Expiration Date	э.
right to apply for additional disability	income insuranc	, 5M, 4, 4M, 3 and 3M) – This rider gives You the e in future years despite any change in Your the Policy Anniversary until You are Age 55.
This rider includes a Special Option Your Group Long-Term Disability Co	· ·	e used once while this rider is in effect if You lose not subsequently replaced.
Your total Future Increase Option is	\$	·
Option Date. On or after Age 45, You	u may apply for ι	the remaining Total Increase Option on any one up to one-third of the remaining Total Increase less than \$1,000, on any Option Date.
underwritten to determine the maxim must provide evidence of Your Incon that is in force, which You have appli	num amount of M ne, employment ied for, or for wh	riod or a Special Option Period will be onthly Indemnity, if any, available to You. You and all other disability insurance with any insurer ch You are eligible. We may require additional do not have to provide evidence of Your medical
This rider expires after You are Age	55 or, if earlier, v	when You use Your last Increase Option.
		s 6, 6M, 5, 5M, 4, 4M, 3 and 3M) – This rider thly Indemnity of the Policy on each of six

After a Rider Review Date and before the next Policy Anniversary, You may submit an application to renew this rider for the smallest of:

- · another six Automatic Increases; or
- the number of Automatic Increases between your attained Age and Age 60, whichever is less; or
- the number of Automatic Increases which will not cause the Monthly Indemnity to exceed the
  maximum amount of allowable Monthly Indemnity, if any, available to You based on Our underwriting
  rules in effect at the time You apply for rider renewal.

If You apply to renew this rider, You must provide evidence of Your medical insurability, Income, occupation, employment and other insurance in force, applied for, or for which You are eligible. We may require additional evidence of financial insurability to renew this rider.

Your application to renew this rider will be underwritten in accordance with Our underwriting rules in effect at the time You apply for renewal to determine if You are eligible to renew this rider.

If benefits have been paid by Us under the Policy, You are not eligible to renew this rider.

This rider is renewable at six-year intervals but not past Age 60.

Partial Disability Benefit Rider 1407 (Classes 2, 2M, 1 and 1M) - This rider provides one-half of the
Monthly Indemnity when You are Partially Disabled after a period of Total Disability.

The Partial Indemnity of this rider is payable for six months or, if earlier, the end of the Benefit Period.

You must be Totally Disabled for the length of the Elimination Period before You become Partially Disabled.

<u>Partial Disability</u> means that You are Gainfully Employed but, because of Injury or Sickness:

- You are able to perform one or more but not all of the material and substantial duties of Your Occupation; or
- You are unable to perform the material and substantial duties of Your Occupation for more than one-half of the time normally required.

You may not renew this rider after the Expiration Date.

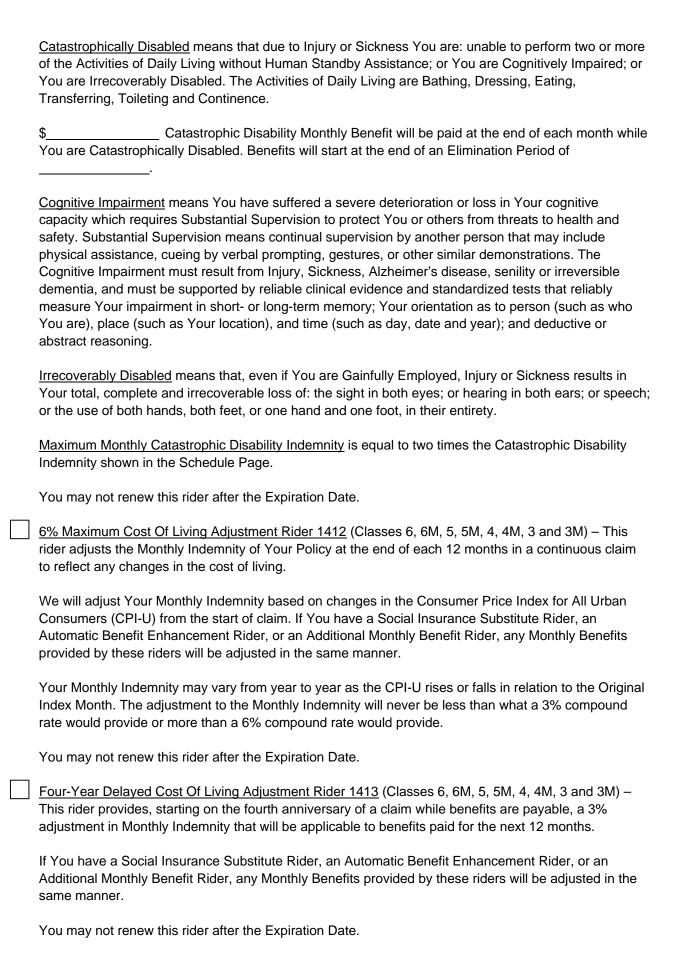
<u>Unemployment Waiver of Premium Rider 1409</u> (All classes) – Under this rider, We will waive the
premiums of the Policy if You become unemployed and receive unemployment compensation for at
least 60 consecutive days.

We will waive the premiums for a 12-month period beginning on the date You become unemployed even if You return to work.

Premiums may not be waived for a subsequent Unemployment Period until 48 months have elapsed from the end of the previous Unemployment Period.

You may not renew this rider after You are Age 60.

Catastrophic Disability Benefit Rider 1410 (Classes 6, 6M, 5, 5M, 4, 4M, 3 and 3M) – This rider provides a Catastrophic Disability Benefit if You are Catastrophically Disabled.



Graded Lifetime Indemnity for Total Disability Rider 1414 (Classes 6, 6M, 5, 5M, 4, 4M, 3 and 3M) – This
rider provides lifetime benefits if You become Totally Disabled before Age 65 and remain continuously Totally disabled in the same claim after the Expiration Date. The Lifetime Indemnity percentage is based on Your Age when the continuous Total Disability begins. For each year after Age 45, the percentage decreases by 5%.
You may not renew this rider after You attain Age 65 and are not Totally Disabled.
Retirement Protection Plus Disability Benefit Rider 1415 (Classes 6, 6M, 5, 5M, 4, 4M, 3 and 3M) – This rider provides an RPP Monthly Indemnity benefit payable to an irrevocable trust if You are Totally Disabled and not Gainfully Employed.
\$ RPP Monthly Indemnity will be paid at the end of each month while You are Totally Disabled and not Gainfully Employed.
Benefits will start at the end of an Elimination Period of
You may not renew this rider after Age 65.
Lump Sum Disability Benefit Rider 1416 (Classes 6, 6M, 5, 5M, 4, 4M, 3 and 3M) – This rider provides a lump sum benefit at the later of the Expiration Date of the Policy or the end of the Benefit Period if Disabled. The Lump Sum Benefit Amount will only be paid if the Policy and this rider are in force on the Expiration Date of the Policy, and if the sum of Contributing Payments is equal to or greater than the Qualifying Amount. The Lump Sum Benefit Amount is equal to the sum of Contributing Payments multiplied by 35%.
Contributing Payments are any Total Disability benefits and/or Residual Disability benefits paid under the Policy until the later of the Expiration Date or the end of the Benefit Period if Disabled.
Your Qualifying Amount is \$
You may not renew this rider after the Expiration Date.
<u>Basic Residual Disability Benefit Rider 1417</u> (Classes 6, 6M, 5, 5M, 4, 4M, 3 and 3M) – This rider provides reduced Monthly Indemnity when You are Residually Disabled.
Residual Disability or Residually Disabled means that You are Gainfully Employed and You are not Totally Disabled under the terms of the Policy, but solely due to Injury or Sickness:  • You experience a Loss of Income that is at least 20% of Your Prior Income; and either  • You are unable to perform one or more, but not all, of the material and substantial duties of Your Occupation; or  • You are able to perform all of the material and substantial duties of Your Occupation but not for
the length of time they normally require.
Working an average of more than 40 hours in a week, in itself, is not a material and substantial duty.
The rider has the same Elimination Period as Your Policy.
Your Residual Indemnity is based on the following formula:
Residual Indemnity = Loss of Income x Monthly Indemnity  Prior Income

During the first six months in which Residual Indemnity is payable, We will deem Your Loss of Income to be 50% of Your Prior Income or the actual percentage of loss, if greater.

If You have a Social Insurance Substitute Rider or an Automatic Benefit Enhancement Rider, any Monthly Benefits provided by these riders will be added to the Monthly Indemnity of this formula.

You may be Totally or Residually Disabled to satisfy the Elimination Period of the Policy and to meet the conditions for waiver of premium.

You may not renew this rider after the Expiration Date.

3% Maximum Cost Of Living Adjustment Rider 1418 (Classes 6, 6M, 5, 5M, 4, 4M, 3 and 3M) – This rider adjusts the Monthly Indemnity of Your Policy at the end of each 12 months in a continuous claim to reflect any changes in the cost of living.

On the first Review Date, We will adjust the Monthly Indemnity by multiplying the Monthly Indemnity by the Cost of Living Adjustment Factor. On each subsequent Review Date while benefits are payable, We will adjust the Monthly Indemnity by multiplying the prior year's adjusted Monthly Indemnity by the Cost of Living Adjustment Factor.

The Cost of Living Adjustment Factor will never be less than 1.00 or greater than 1.03.

You may not renew this rider after the Expiration Date.

Benefit Purchase Rider 1419 (Classes 6, 6M, 5, 5M, 4, 4M, 3 and 3M) – This rider gives You the opportunity to apply for additional disability income insurance in future years despite any change in Your health. We will review Your eligibility for an Increase Policy on every third Policy Anniversary while this rider is in effect. To keep this rider in effect, You must submit an application and other evidence of insurability during the Benefit Purchase Period.

You may apply for one Increase Policy between each Review Date while this rider is in effect if You have at least a 50% increase in Your Income during the first three years after the Effective Date of the Policy or since the last Review Date, or You lose Your Group Long-Term Disability Coverage and it is not subsequently replaced.

Each Increase Policy applied for during a Benefit Purchase Period or as part of a Special Benefit Purchase Option Offer will be underwritten to determine the maximum amount of Monthly Indemnity, if any, available to You. You must provide evidence of Your Income, occupation, employment and all other disability insurance with any insurer that is in force, which You have applied for, or for which You are eligible. We may require additional evidence of financial insurability, as necessary. You do not have to provide evidence of Your medical insurability.

This rider terminates when the first of the following events occurs:

- An application for an Increase Policy and required evidence of insurability is not received during the Benefit Purchase Period; or
- Less than 50% of Our offer to increase the Monthly Indemnity is accepted; or
- The initial premium for any Increase Policy is not paid; or
- The date of Your request to decrease the Monthly Indemnity of the Policy to which this rider is attached; or
- The date of Your written request to terminate this rider; or
- You attain Age 55; or
- The Policy terminates.

- 4. EXCLUSIONS AND LIMITATIONS OF THE POLICY We will not pay benefits for any Disability:
  - caused by, contributed to, or which results from military training, military action, military conflict, or war, whether declared or undeclared, while You are serving in the military or units auxiliary thereto, or working for contracted military services;
  - during any period of time in which You are incarcerated;
  - caused by, contributed to, or which results from Your commission of, or attempt to commit, a criminal offense as defined under local, state, or federal law;
  - caused by, contributed to, or which results from Your being engaged in an illegal occupation;
  - caused by, contributed to, or which results from the suspension, revocation or surrender of Your professional or occupational license or certification;
  - caused by, contributed to, or which results from an intentionally self-inflicted Injury;
  - during the first three months of Disability or the Elimination Period, if longer, that is caused by, contributed to, or which results from normal pregnancy or childbirth; or
  - due to any loss We have excluded by name or specific description.

**LIMITATION WHILE OUTSIDE THE UNITED STATES OR CANADA-**You must be living full time in the 50 states which comprise the United States of America, the District of Columbia or Canada in order to receive benefits under the Policy, except for incidental travel or vacation; otherwise, benefits will cease. Incidental travel or vacation means being outside of the 50 states which comprise the United States of America, the District of Columbia or Canada for less than 60 days in a 12-month period. You may not recover benefits that have ceased pursuant to this limitation.

If benefits under the Policy have ceased pursuant to this limitation and You return to the 50 states that comprise the United States of America, the District of Columbia or Canada, You may become eligible to resume receiving benefits under the Policy. You must satisfy all terms and conditions of the Policy in order to be eligible to resume receiving benefits under the Policy.

If You remain outside of the 50 states which comprise the United States of America, the District of Columbia or Canada, premiums will become due beginning six months after benefits cease.

PRE-EXISTING CONDITION LIMITATION – We will not cover any loss that begins in the first two years after the Effective Date from a Pre-existing Condition.

Pre-existing Condition means a physical or mental condition:

- that was misrepresented or not disclosed in Your application; and
- for which You received professional medical advice, diagnosis or treatment within two years before the Effective Date; or
- that caused symptoms within one year before the Effective Date for which a prudent person would usually seek professional medical advice, diagnosis or treatment.

MENTAL AND/OR SUBSTANCE-RELATED DISORDERS LIMITATION – Benefits for any Disability due to a Mental and/or Substance-Related Disorder will be paid for a period not longer than the Maximum Benefit Period for Mental and/or Substance-Related Disorders as shown in the Schedule Page of the Policy.

After the Maximum Benefit Period for Mental and/or Substance-Related Disorders and subject to the Policy provisions, We will only pay benefits while You are continuously confined in a Hospital for treatment of a Disability due to a Mental and/or Substance-Related Disorder, and You are under the regular medical care of a Physician.

Under no circumstance will We pay benefits for any Disability due to a Mental and/or Substance-Related Disorder that We have excluded by name or specific description.

5. RENEWABILITY OF THE POLICY – You may renew the Policy at the end of each Premium Term until the Expiration Date. During that time, We cannot change the premium or cancel the Policy.

After the Expiration Date, You may renew the Policy at the end of each Premium Term as long as You are not Disabled and You are Gainfully Employed Full Time for at least ten months each year and the premium is paid on time.

Your premium will be at Our rates then in effect for persons of Your Age, Class of Risk, Occupation Class, and any special class rating that applies to the Policy. We have the right to change such premiums on a class basis on any Policy Anniversary.